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If Rumors Were Horses

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Against the Grain

"Linking Publishers, Vendors and Librarians"

To Buy or Not to Buy: The Cost Implications of Purchasing Paperbacks

by **Ed Goedeken** (Principal Bibliographer for the Humanities, Iowa State University)
Ivan Hanthorn (Head of Preservation Department, Iowa State University)
Pam Rebarcak (Head of Monographs Acquisitions, Iowa State University)

Introduction

Libraries have long maintained a tradition of preparing newly-acquired materials for the shelf in a manner which insures durability during handling and use. In that vein, binding remains the principle library treatment of volumes needing structural support. There has also existed the long-standing habit of acquiring hard bound library materials whenever a choice was available between paperback and hard cover. Until recently, the usual result was that the book that went to the shelf was either bound in a publisher's hard cover volume or was put into a hard cover by a commercial library binder. New economic forces have ravaged materials budgets in recent years, and the temptation of paperback acquisition, with its significantly reduced pricing, has had a very expected result. Many institutions committed to this new track not only acquire paperbacks to accrue a cost differential, but they also avoid binding their paperback material until it shows evidence of treatment need. This certainly represents a profound reversal of traditional attitudes concerning the nature of a resident research collection. It has also become evident that those who are

responsible for choosing formats are not always aware of all of the effects of ordering materials in paperback.

Background

With very few exceptions, hardbound versions of monographs have been historically ordered for the Iowa State University Library collection. Monographs Acquisitions Department personnel order hardbound books unless paperback is specifically requested by the bibliographer or selector on the order form. If the hardbound is no longer available, they are occasionally notified in advance of receiving the paperback; more frequently, the paperback is sent at a lower price without forewarning. Should the reverse hold true (paperback or-



dered, but hardback received), the hardback must cost at least 50% more than the original paperback order before the Monographs Ac-

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If Rumors Were Horses

Wow! What news has been flying for this issue! First off, just as we were "in press" we learned that the 81-year-old *Wilson Library Bulletin* will cease publication with the June 1995 issue! Citing rising paper and postage costs, reduced advertising revenue, and a declining subscriber base, Frank Miller, CEO announced the plans of the H.W. Wilson Company to concentrate on its indexing, abstracting, and reference publishing business and to look at a cyber presence for the *Bulletin*. What can I say? As an old librarian, I was weaned into librarianship reading the *Wilson Library Bulletin*. It truly is the end of an era! Read our

brief interview with **GraceAnne DeCandido**, the Editor of *WLB* in this issue, page 80.

Other news: the splendidly fabulous **Mike Markwith**, the man who stuck with

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This issue of *Against the Grain* was printed on recycled paper.



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Letters to the Editor



Send letters to strauchk@cofc.edu, phone or fax 803-723-3536, or snail mail: *Against the Grain*, 171 Moultrie Street, Citadel Station, Charleston, SC 29409.

Dear Editor:

I love *Against the Grain*, and I'm continually amazed by the what it must take to produce it each quarter. I want to start a simple newsletter for our employees, so I'm aware of what it takes to start one. The ongoing publication is what can seem daunting to me. Kudos to you for continuing to produce such a great one. Your energy must be boundless.

Sherry Thompson

(Majors) <majorslt@CLASS.ORG>

Dear Editor:

The story about Ballen selling selected assets to BNA hit me like a ton of bricks. I think it suggests a serious and dangerous trend for both booksellers and libraries. It is obvious to most that Yankee and BNA are

both in a battle to see who can land on the moon first. Both are investing huge resources in the war. The winner supposedly will become the next **Richard Abel Company** — dominating the market and offering to provide every service required by libraries. Is technology pushing us in this direction or are we simply so interested in technology? Is the current effort to consolidate ordering at many major university libraries being dictated by the libraries or the vendors? Are libraries self-censoring their collections by over reliance on vendors? Where is the expertise in library collections today? Are patrons going to be better served by limited vendor choices? Are libraries really going to save money in the long run?

Perhaps you can encourage someone to research these questions and tell us whether or not we are waiting for history to repeat itself?

Name Withheld By Request

P.S. I think we can do an entire conference on this question . . .

Editor's Note: We would like to here some open discussion on this topic. Is there anyone

out there who wants to comment or suggest someone who might comment? — KS

Dear Editor:

My nerves have again been jarred by use of the term "ISBN Number" on your pages. (See "Marketing to Libraries" — **Vikki Medaglia's** Discussion with **Maria Fitzpatrick, ATG**, Feb., 1995, p.51.) I hear the term used almost daily by publishers' customer service clerks. But they are to be forgiven because in their case ignorance is an excuse. But for a librarian this is an unforgivable sin. Also I feel no hesitation in directing this gripe to marketing managers. They, too, should know better. On the other hand, they may be so busy trying to figure out what they are supposed to be doing that they don't have time for such proprieties. In the meantime, I had a delightful telephone discussion with Vikki about our mutual bewilderment with the vague use of the word "marketing." And this in no way suggests that Maria is vague in her pursuit of its meaning.

Lyman W. Newlin

(Book Trade Counsellor,
Lewiston, N.Y.)

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Faxon through thick and thin, has become CEO of **Swets & Zeitlinger, Inc.**, North America, based in Exton, PA. It is going to be hard to top the records of such wonderful Swets people as **Ariane Swets**, **Peter Nijsten** and **Antoon van Velzen** (who of-

fered to give yours truly his ONLY birthday pastry, can you believe such wonderful unselfishness), but Mike won't have a problem. Mike started work on Monday, May 1. Read some of his comments in this issue, page 39.

ATG spoke with **Jim Ulsamer**, President, **Baker & Taylor Books**, about the reductions in force which have taken place

there. Here is what he said: "Baker & Taylor eliminated 30 positions out of 1900 about three weeks ago. This includes management, clerical, temporary, as well as support staff. Some of our business requirements have changed. The RIF came from all different areas of the company and does not take emphasis away from any one area or mar-

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We would like to thank
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42 Chasner Street, Hempstead, NY 11550

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for their generous contribution!

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ket. None of the people laid off were in the academic area. Baker & Taylor is continuing its commitment to its same markets, including the academic market." So — there you have it. Some of the people we know are gone — **Wendell Lotz**, who Jim says was in the electronic services area, and **Allison Grey**. But the superwoman **Dana Alessi** is still at B&T, thank goodness.

And another incredible piece of news! Effective April 24, **Blackwell North America** has purchased "selective assets" of **Ballen Booksellers International**. **Ballen** will keep **Informatica**, its serials supply business to selected countries abroad and some of the staff members that we know and love, but the customer list, open customer orders, contracts that are transferable, the name **Ballen**, all copyright registrations and some selected plant and equipment are being transferred to either **Blackwell's** Blackwood, New Jersey or Lake Oswego Oregon addresses. See our interview with **Fred Philipp** in this issue, page 37.

And we told you that **Jane Burke** would be back and she is! This incredible woman is now President and chief executive officer of **Endeavor Systems, Inc.** Endeavor is a newly created library software company committed to enhancing the power of academic research libraries in the networked world. We interviewed Jane when she was at **NOTIS Systems, Inc.**, as president. (See *ATG*, June 1994, pp. 39-42.) Congratulations, Jane! Go for it! And for even more info, see this issue, page 84.

Donald W. Lohin has been appointed President and Chief Operating Officer of **The Faxon Company**, now a unit of **Dawson North America**. Lohin will report to **Vernon W. Cain**, President and Chief Executive Officer of Dawson North America. Mr. Cain will continue to serve as Chief Executive Officer of Faxon. Lohin received a Bachelor of Science in Electrical Engineering from **Lehigh University** and a Masters in Business Administration from the Darden School at the **University of Virginia**.

Along with the hiring of **Don Lohin** as President and CEO, the **Faxon Company** has appointed **Ian Best** as Vice President of Operations, **Robin Riley** as Chief Financial Officer, and **Lois Schiappa** as Director of Human Resources.

What else? Let's see. There's an interesting article in *Forbes*, May 8, 1995, called "Autopsy" by **Norm Alster**. It's about **Faxon** and **Richard Rowe** and **Judy Davis**. "Some companies perish because they ignore change. **Faxon** perished because it overreacted to change." This article isn't long, but when you look at it, you will recognize many of the events that all of us grappled

with back in the dark days of 1993 and 1994 when **Faxon** was breaking up.

Speaking of **Dick Rowe**, he is back and is eager to apply his academic and corporate experiences to his latest endeavor. **Dick** has opened **Rowe Communications** and can be reached at <info@rowe.com>. **Rowe Communications** will offer knowledge management services designed to serve the needs of academic, scientific, technical, and medical libraries, in conjunction with the publishers who serve these professionals.

Effective May 1, **Brian Scanlan** has become President of **Thieme Medical Pub-**



lishers, Inc., in New York. The **Thieme** organization, based in Stuttgart, was founded in 1886 and is Germany's market-leading medical and scientific publishing company. In recent years **Thieme** has moved successfully into trade publishing in the German-language markets. Heading up its American subsidiary, **Brian** will be responsible for growing the operation, which now publishes 15 books a year in addition to 12 journals.

Maria Fitzpatrick has a new job. Talked to her the other day and she is going to **Advanced Marketing Services** in San Diego, California, where she will handle advertising and marketing for large stores. If you want to reach Maria, here are her new vital statistics: **Advanced Marketing Services**, 5880 Oberlin Dr., Ste. 400, San Diego, CA 92121, 619-457-2500.

And if you want to know anything about making any of the seven "mother" sauces, ask **John Mihalick** (UMI).

Saturday's April 29 **Chicago Sun-Times** reported the closing of **Kroch's** and **Brentano's** flagship store on 29 S. Wabash Street. Though **Kroch's** will continue to keep three stores open in Chicago, those of us who visit Chicago frequently will greatly miss this institution. **Papa Lyman**, this issue, page 74, writes his point of view.

Wiley has announced their **HomePage** available at <www.wiley.com>. **John Chambers** who way back when sent me a neat copy of *A Rebours* (Against the Grain) by **J.K. Huysmans** was talking about it at **ACRL**.

Chadwyck-Healey will publish (November 1995) the complete works of **Johann Wolfgang von Goethe** (*Goethes Werke — Weimarer Ausgabe auf CD-ROM*) on CD-ROM. Goethe's literary output was prolific, encompassing poetry, prose, drama, scientific works, letters and diaries. The authori-

tative edition of his works, comprising 143 printed volumes, was published in Weimar between 1887 and 1919. For additional information contact **Sharon Grace**, 703-683-4890, <mktg@chadwyck.com>

Exploring Libraries: Exploring the Relationships Between 'Secular' and Jewish Resources and Services is a convention being planned by the **Association of Jewish Libraries** in Chicago, June 18-21. The keynote address will be given by **Dr. Sander L. Gilman**. For further information contact **Cheryl Banks** at 708-432-8900.

Dr. Samuel Gubins has been appointed President and Editor-in-Chief of **Annual Reviews, Inc.**, in Palo Alto, California, effective July 1, 1995. Gubins is a graduate of Reed College (Portland, Oregon) and received his Ph.D. in economics at the Johns Hopkins University. Gubins is founder and first president of the **Interactive Video Science Consortium**, a worldwide organization of science centers and museums which have produced interactive science exhibits.

Ameritech Library Services has announced **Vista** is offering a new multi-user pricing program. The updated access fee program gives libraries an option to provide users with unlimited access to electronic information. **Vista** pricing has two components: a database fee and a **Vista** access fee. The database fee has not changed. Libraries negotiate all database fees directly with the database provider. The **Vista** access fee, however, is changing. The new **Vista** access fees, negotiated with **Ameritech Library Services**, are based on unlimited access or access per port depending on how the library chooses to implement the program. Unlimited **Vista** access pricing is based on the number of OPAC terminals and dial-up ports in each library. Contact: **Paul D. Eddington**, 801-223-5490 <pde@amlibs.com>.

And did we tell you that **Ameritech's NetPublisher** has been rated "Editor's Choice" for web servers by *PC Magazine*? A beta copy of **NetPublisher** was submitted to *PC Magazine's* technical analysts for a special Internet feature and web server comparison test, published in the May 16, 1995 issue. For more on **NetPublisher**, see page 26 of the April 1995 *ATG*, or this issue, page 28.

And speaking of awards, distinguished from a record number of entries, **Harvard Business School Publishing** was honored on April 24 with three 1995 *NewMedia* **INVISION** Awards. **Harvard Business School Publishing** won the Awards for *The Interactive Manager* which was honored with the silver award for Sales/Management Training, and two bronze awards for Continuing Education and Electronic Books. This innovative cross-platform program presents management scenarios in full-motion video, enabling the user to select material

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and to learn from an array of alternative outcomes. Sponsored by *NewMedia* Magazine, the *NewMedia INVISION* Awards were launched in 1993 to acknowledge important advancements in multimedia while providing a showcase for its expanding capabilities. For more information, call New Media product specialists, 800-795-5200.

Physical Review Letters (PRL), the flagship publication of **The American Physical Society (APS)** will be available online on the first of July, 1995 through OCLC, according to *APS Publishing News*, March 1995. You can subscribe to the electronic version of *APS Publishing News* by sending a message to <listserv@publish.aps.org>

Recently spoke with **Elsie Scott Mabry** (Charleston, SC). Elsie says that she has had a love affair with libraries since she learned to read. Recently, Elsie has published *Triangle Power: A Source of Staying Power in Marriage*. Written from the woman's perspective, this is a powerfully useful book. If you want to know more, contact Elsie at 9 Wendy Lane in Charleston, SC 29407. Phone: 803-571-4155.

Did y'all see a "letter to the editor" in the *Wall Street Journal* (4/12/95, p.A15)? Written by **David R. Bender**, Executive Director of the **Special Libraries Association**, the letter points out that "there is a difference between being computer-literate and information-literate" so don't fire your librarian yet!

Librarians trying to reach **Randy Pittman**, editor and publisher of the video review publication *Video Librarian* (P.O. Box 2725, Bremerton, Washington 98310) may have had trouble. Randy writes that Bremerton's new area code of 360 is not recognized by many telephone systems whose software is programmed to allow only "0" or "1" as the middle digit of an area code prefix. So, Randy has gotten an 800 number. Try 800-692-2270. If computers would just listen to people . . .

Stanton Pearson has joined **Geac Computer Corporation** as General Manager of its Library Systems Division. **Geac** also recently increased its international presence by bringing nine more libraries (three public, five academic and one special) online with the UNIX-based **ADVANCE** and **PLUS** Integrated Library Systems in the

United Kingdom. For further information contact **Susan Beck** at <s.beck@geac.com> or 617-965-6310.

Kline Publishing, Inc. (KPI), the publishing arm of **CASPR, Inc.**, has announced the availability of *ERIC Journals*, a CD-ROM database. This electronic title is a United States national bibliographic database covering the journal literature in the field of education and covers over 775 published periodicals from 1990 forward. *ERIC Journals* is available at \$49 for a single user copy and \$79 for a multi-user version. For further information, contact **Sally Martinus** at 408-720-8321.

Recently met **Hank Kennedy**, President and Publisher, **Peer-To-Peer Communications** over the telephone. Peer-To-Peer is a new book publishing company spun-off from **Computer Literacy Bookshops** (based in Silicon Valley, stores on both coasts), the world's largest bookstores devoted to computer and electronic titles. Harold (Hank) Kennedy has over twenty years of publishing experience including positions as President and founder of the Professional Technical Reference division at **Prentice-Hall** and President of the **Macmillan College Division**. For more information, call 203-656-2230. **Peer-To-Peer** is located at 25-13 Old Kings Highway North, Darien, CT 06820. Or email: <hank@peer-to-peer.com>

OCLC and **EBSCO Publishing** have recently agreed "to jointly create a database of full-text article images and to make them available to their respective users in various electronic formats." (see *OCLC Newsletter*, March/April 1995, p.6). "The organizations will initially provide the images of articles from 1,000 general interest journal titles, expanding to as many as 1,500 titles as demand warrants." OCLC will make these images available online through its own databases such as **ArticleFirst** and **FastDoc** as well as from many of the files it licenses from other database producers. Besides using the image database to create CD-ROM products, EBSCO will enhance its current product line such as **Magazine Article Summaries**, **Academic Abstracts** and **Primary Search**. EBSCO also plans to offer online access to the images.

Wish I could go to **KnowRight '95**, **International Congress on Intellectual Property Rights for Specialized Information, Knowledge and New Technologies**, to be held August 21-25 in Vienna, Austria and sponsored by such organizations as the

Association of Computing Machinery (ACM) and ISO. Here is where you can get more info: <acg@murivaca> Are you going, Sandy [Paul]?

In April 1995, the **ASCE (American Society of Civil Engineers)** began offering its twenty-two journals by subscription in a CD-ROM format. The new format offers the same editorial information, graphics and illustrations found in the journals' print format. Issued quarterly, each disc is a year-to-date culmination of journals to which the user subscribes. This lets the users search the full text of those journals by word, author, title and subject. Users can also use bookmark features, enlarge charts and tables, and receive toll free technical support. If you want to know more, contact **Natalie Soulier** at 202-789-2200.

And do any of you know potential contributors to an upcoming quarterly periodical which will focus on topics such as buildings, highway and railroad bridges, transmission structures, offshore facilities, pipelines and tunnels? The **ASCE's new Practice Periodical on Structural Design and Construction** is seeking original articles. Contact Natalie (above) for that too.

Met the invincible **Norman Horrocks** (**Scarecrow Press**) on the floor of the **ACRL** exhibits in Pittsburgh. What a wonderful man! Do you know him?

A storehouse of stimulating ideas, techniques, short cuts, and hints, *Direct Marketing Rules of Thumb* by **Nat G. Bodian**, **ATG** contributing editor, is an immensely practical work that is the culmination of decades of the author's hands-on direct marketing experience. **McGraw Hill** is the publisher, 0070063400, \$59.95.

How can you negotiate a great discount on books that you buy? Check out what **Elbert Hubbard** did in **Jack Walsdorf's In Praise of Bookshops**, this issue, page 78. Sounds like someone to study!

This piece of info from **Tom Gilson** (From the Reference Desk, this issue, page 42) — Federal government publications have always been a valuable source of reference information. For years the library depository program provided public access to a myriad of government information. But recently, a new player has emerged. You guessed it! Federal agency home pages are sprouting up all over cyberspace. Getting a handle on what is available could be overwhelming. But the folks at the **Villanova Center for Information Law and Policy** have set up the **Federal Web Locator** at <HTTP://www.law.vill.edu:80/fedagency/> It's a nicely organized homepage which links you to hundreds of federal web servers. Using a table-of-contents layout, this homepage requires some browsing to get the full effect, but it is a lot easier than trying to find each federal homepage on your own. So give it a shot the next time there is a lull at the reference desk.

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in Cyberspace? An upcoming workshop to be held June 8 in New York is a joint undertaking of the Association of American Publishers' Freedom to Read Committee, the American Library Association's Office for Intellectual Freedom, and the Thomas Jefferson Center for the Protection of Free Expression and features Susan Isaacs (*Compromising Positions, After All These Years*) one of my absolute favorite writers, among others. Walter Isaacson, Editor of New Media for Time Inc., will be the luncheon speaker. For further information contact Patricia Peron, AAP Washington, 202-232-3335, ext. 236.

Speaking of Susan Isaacs, the unbelievable Lynne Reinner (Lynne Reinner Publishing) was recently in Charleston for a meeting. Lynne used to work at *Seventeen* magazine when Susan was there. Lynne has many interesting stories to tell about the birth of her publishing company. We hope to be able to interview her soon for ATG!

I think I have told you before about the neat St. Martin's Trade Division newsletter, *Murder at the Flatiron Building*. If you love mysteries like I do, you'll want to check it out. The April 1995 issue (v.6#8) lists 17 of the latest offerings. One especially caught my eye — *A Shoulder to Die On* by Hilary Whelan.

The vivacious Sofia M. Torres-Curet has joined EBSCO Subscription Services as Regional Manager for the Caribbean and Venezuela. Sofia has her MLS degree from the University of Puerto Rico and has completed the Marketing Management Program at Columbia University. She has worked in the library service industry for more than twenty years, most recently serving as Sales manager, Latin American Division for the Faxon Company.

ENTER BOOKS, a global online book acquisition management system from Dawson is now available for libraries in the U.S. This user-friendly system is available 24 hours a day and you can learn more about it from Tony Leisner at 813-937-3885. Dawson Europe Book Division has recently announced online access through its ENTER BOOKS to French language material as well.

Was recently perusing *Illuminator*, the newsletter of the friends of the University of Michigan Library (v.5#1, Spring 1995). The lead article, by Wendy P. Lougee, Director of the Digital Library Program, gives a good overview of the program and of the "thoughtful collaboration between tradition and technology" that are shaping our library landscape for the future.

The Internet is everywhere — in the newspapers, on television, in practically ev-

erything you pick up. So — it wasn't too surprising to read "What's Cooking in Cyberspace?" by Jeffrey Steingarten in the March 1995 *Vogue*.

Look, have to tell you that James Borton, Publisher of *New Asia Review*, among other things, is an amazing person. Read his report to our international dateline, this issue, page 71.

Research Publications International has renamed the company Primary Source Media. Read more about it in this issue, page 58.

PAIS, Public Affairs Information Service, Inc., publisher of PAIS International, the popular index to public and social policy information, has issued a new edition of its popular Journals List. PAIS also announces the first issue of *PAIS International News*, a newsletter for PAIS subscribers, librarians and others interested in up-to-date information on PAIS products and services. Both publications are free of charge. PAIS is located at 521 West 43rd Street, New York, NY 10036-4396. 800-288-PAIS or 212-736-6629. <inquiries@pais.org>

Jack Montgomery says to check out a favorite magazine, *The Utne Reader* for May/June 1995. The article "Ransacking Our Libraries" by Paul Gruchow details some of the recent literature about libraries and cyberspace including Nicholson Baker's *New Yorker* April 4, 1994 article on the destruction of card catalogs, and Michael Gorman's discussion of "Technovandals" in *Library Journal* (February 15, 1994).

We truly have some scrumptious interviews that we haven't been able to print yet. One is with Norm Stevens and the other is with John Cox. This is why you must keep up your subscription to ATG and spread the word!

Groundswell Press (Gaithersburg, MD) has announced the publication of Richard Houck's *Astrology of Death*, which one reviewer has said "rattles the gates of the psychologism that has tended to prevail in Western astrology for the past several decades." This book is available for \$21.95 from 301-353-0212 and from most distributors.

Ken Kister was dubbed "the Ralph Nader of encyclopedias." Ken tells us that he is working on a full-scale biography of Eric Moon (for Scarecrow Press, to be published hopefully next year) and that his most recently read book is Anita Brookner's *A Private View* (Random House, 1995). To learn more about Ken and



encyclopedias, check out this issue, page 44.

IFLA is in Istanbul this August and Tony Leisner (Dawson) is working on his paper when he isn't working on ATG. Read his column in this issue about the need for profit in the electronic environment, page 88.

When she isn't working on Approval Plan accounts and guest editing for ATG, Celia Wagner is choreographing a show for the high school. It's *Anything Goes* and it's her fourth production so she says she may let her friends in to see the show!

Mary McLaren and Barbara Hale have the first in a series of vendors' Internet services in this issue, page 81. Meantime, Mary writes that this has been the prettiest spring she remembers in a long time. I agree.

Gary Herald (Ambassador) writes that the February issue of ATG was excellent, as always. Thanks. Gary! He also writes to announce the appointment of Philip Hallman as Media Director at Ambassador. Philip is a media librarian with a degree from Michigan and professional experience at the University of Michigan Library and most recently Gettysburg College. He will be responsible for supporting all non-book, media fulfillment services. He will also edit a quarterly newsletter dedicated to this media, research the availability of videos, audios, CDs, software, and hypertext, and ultimately develop a listserv for Ambassador's academic library clients. Congratulations, Philip!

And we have just learned that Ambassador has another new employee — David Ungar. You will all remember Dave as the smiling, urbane, capable, long-time Ballen employee. Congratulations, Dave, and see you soon!

Sob! I am going to have to miss the upcoming NASIG conference at Duke University. It's the tenth and the program looks great. However, my son is coming home for the first time in six months, so I am staying home to see him (probably just a glimpse every now and then at mealtimes...). If you can't go either, look for our upcoming Meeting Report on NASIG.

Well Judy Luther missed the recent grits festival in Moncks Corner, SC, which 50,000 people attended. Instead, she headed to Canada with her Mom before winding up

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at NASIG and ALA in June. She says spring was slow to arrive in Philadelphia. Well, Judy, that's just "the North."

This is from the CNI-Copyright listserv. The U.S. Court of Appeals for the First Circuit greatly advanced competition in the software industry when it reversed Judge Robert Keeton's district court judgment in the bitterly contested software copyright case *Lotus v. Borland* (3/9/95). The appellate court reversed without remand on the grounds that the Lotus command hierarchy was a method of operation under Section 102 (b) of the Copyright Act, and therefore not protectable. A concurring opinion by Court of Appeals Judge Michael Boudin addressed the economic implications of the case, specifically discussing the decision's positive impact on software compatibility. The American Committee for Interoperable Systems (ACIS) had filed an *amicus* brief in the case arguing for the reversal of Judge Keeton's opinion. ACIS is an organization of more than 30 computer software and hardware companies. The organization supports principles of intellectual property law that provide a balance between rewards for innovation and the belief that computer programs developed by different vendors must be able to communicate fully with each other. This ability of systems to communicate is termed "interoperability." For more information about ACIS, you can access the group's World Wide Web homepage at <<http://www.sun.com/ACIS/>> Contact: Christine Owens 202-326-7521.

We were hoping to get some information from Carol Eyler and Beth Hammond (Mercer) about the softcover/hardcover debate which is featured in this issue of *ATG*. You will remember that Beth and Carol gave a paper on this issue at the 1993 Charleston Conference. They were unable to contribute to this issue but are looking forward to reading what others (Ed Goedeken, Heather Miller, John Haar, Jennifer Ruark) have to say. They also mention a couple of articles by Roger Presley (Georgia State University) in *Technical Services Quarterly* (1987 and 1990).

Jorge H. Fernandez-Garza has joined EBSCO as Sales Manager for Mexico and Central America. Jorge has lots of experience as well as degrees from Boston University and Syracuse University.

The latest *At Your Service* (EBSCO) is full of information. The article by University of Tennessee at Knoxville's John Tyson, "Never-Never Land Becoming Reality for Public Libraries," enumerates many of the changes that technology will create for public libraries.

And, did we tell you that EBSCO has a homepage?! Access it at <<http://vax.ebsco.com/>>

Recently got a copy of *InterAction* (v.9#1, winter 1995) (Brodart) which contains much news. Precision One MediaSource, a comprehensive CD-ROM based listing of education and training film and video titles especially caught my attention. If you want to know more, call 800-233-8467, ext.522.

There is so much information out there. Eleanor Cook, this issue, page 88, talks about AcqWeb, Acqnet and *Against the Grain*. All have new Web sites. And here is the address for the AcqWeb <<http://libdev1.lib.vanderbilt.edu/law/acqs/acqs.html>>. AcqWeb consists of Acqnet and the renamed "Ms. Acquisitions" which is the creation of the incredible Anna Belle Leiserson (Vanderbilt). Its collection of information includes publisher and vendor email addresses among other things. The *Against the Grain* HomePage is being developed even as we speak. The address for ATG's HomePage is — <<http://www.spidergraphics.com/atg/atgld.html>>

Look y'all, Marilyn Geller is fantastic. Besides ALL that she does, Marilyn has helped ATG design a HomePage which is now being managed by Don Ellis of SpiderGraphics. Thanks to both of these wonderful people!

More about Marilyn Geller. She tells us that Readmore had scheduled a program at the Health Science Center of the University of Oklahoma. When they heard about the bombing, they wanted to cancel it, thinking they'd be in the way. But those wonderfully resilient heartland people insisted they carry on. We all stand in awe of those folks!

Readmore has announced the addition of the United States Book Exchange (USBE) title catalog to its online array of BACKSERV resources.

Heard from the indefatigable Clara-Mae Chittum who, with her husband Ruud Van Der Velden is now located in Venezuela!

Sandy Ferguson Fuller writes from Golden, Colorado, that she still misses YBP (where she used to work) and all of the great people there. From her mountaintop office/studio, she sends word that her company, Alp Arts Co., has just turned one year old. Alps Arts Co. offers children's book agenting and consulting services to writers and illustrators across the U.S. You can talk to Sandy at <sffuller@alparts.com>

Michael S. Crecca (Librarian, Electronic Information Center) tells us about an inexpensive book that is becoming more and more useful: *Electronic Style: A Guide to Citing Electronic Information* by Nancy Crane and Xia Li published by Mecklermedia, 1993. ISBN is 0-88736-909-x.

At ACRL I met the fabulous Steve Kochoff (Readmore). Steve is a Wagner scholar and rabid opera goer. And listening to him catalog his musical meanderings in the Big Apple is exciting. Also spoke with Carol Chamberlain (Northeastern), an aficionado of the Charleston Conferences, whose brother is an operatic tenor. He will hopefully be giving a concert during ALA Annual!

This information was posted by Arta Dobbs on Serialst — If you would like to recycle your CD-ROM discs please send them directly to: Digital Audio Disc Corporation; Attention: Disc Recycling Program; 1800 North Fruitridge Avenue; Terre Haute, IN 47804-1788 They will recycle paper sleeves, shrinkwrap, caddies or Jewel Cases in addition to CD-ROM discs, but they must be separated and the packages used to ship them to DADC marked as follows: CD-ROM Discs, Jewel Cases . . . mark package, Clean. Paper Sleeves, Shrinkwrapping, Caddies . . . mark package Dirty.

This was a post on Acqnet — The School of Library Science at the University of Arizona is pleased to announce the publication of *The Olive Tree*, the first scholarly journal devoted to issues concerning library science and information management published electronically on the World Wide Web. *The Olive Tree* is a refereed journal and can be accessed at the following address <<http://timon.sir.arizona.edu/pubs/Olive.html>> The editors are happy to answer any questions and may be contacted at these addresses. Shafer Ramsey, Systems Editor: Wonka@neuromancer.hacks.arizona.edu; Nancy De Sa, Submissions Editor: Ndesa@aruba.ccit.arizona.edu; Marylou Hale, Distance Editor: Mhale@nevada.edu; Sherry Luna, Coordinating Editor: Sluna@aruba.ccit.arizona.edu.

The first volume of *Advances in Serials Management*, published by JAI Press, Inc., appeared in 1986 under the editorship of Marcia Tuttle and Jean G. Cook. Vol. 5, which was edited by Marcia Tuttle and Karen Darling, is currently in press and is expected by the end of the summer of 1995. With Vol. 6, *Advances in Serials Management* will have a new editorial team which invites potential contributors. If you would like to contribute, contact one of the following editors. Julia Gammon (U. of Akron), 216-972-6254; Fax: 216-972-6383, <jgammon@uakron.edu>, Cindy Hepfer (SUNY at Buffalo), 716-829-2139; Fax: 716-829-2211, <hslcindy@ubvm.cc.buffalo.edu>, or Teresa Malinowski (California State University, Fullerton), 714-773-3713; Fax: 714-449-7135, <tmalinow@fullerton.edu>

The February issue of *ATG* is a hot seller. Andrew Morton of Cancopy (the Cana-

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dian counterpart of the **Copyright Clearance Center** called to request some reprint copies and **Sandy Thatcher** (Penn State Univ. Press) tells me that he distributed copies at a recent panel discussion on intellectual property at Princeton. Also, just received the latest issue of *Learned Publishing* where **Sandy Thatcher's** article in the February *ATG* was reprinted. Have you read it yet?

Heard from **Isabel Czech** (ISI) who is planning on attending the upcoming (15th!) **Charleston Conference!** Have you marked your calendar?! November 2-4, 1995.

The super energetic **Rebecca Breedlove**, Chair, **ACRL**, New England Chapter, Serials Interest Group reports that Joseph P. Healey Library, University of Massachusetts Boston was the site for their March 16th workshop entitled, "Back Issues: Services, Problems & Solutions — A Roundtable Discussion." Guest speakers included: **Don Jaeger** (Alfred Jaeger, Inc.), **John Zubal** (U.S.B.E.), **Marshall Lebowitz** (J.S. Canner & Co., Inc.) and **Marilyn Geller** (Readmore, Inc.). In attendance were fifty

librarians from the greater New England area. The discussion was lively & useful to all. **Becky** plans many more workshops in the 1995-96 academic year.

And talk about energy! **Fritz Schwartz** (Manager, Electronic Services & Standards, **The Faxon Company**, <schwartz@faxon.com>) has it! A set of documents about ANSI/NISO Z39.56 The Serial Item and Contribution Identifier (both the 1991 and the draft 1995 versions) have been mounted on the Faxon WWW server <http://www.faxon.com>.

Sever Bordeianu is an incredible person. He was recently in Charleston twice, once to attend the new **Academy of Scholarly Publishing Conference** (see his report in this issue, page 61) and once to attend the **EU Depository libraries** conference which we hope he will report on in the September issue of *ATG*.

The awesome **Connie Kelley** (UVA) and **David Stoner** tied the knot with a few family and friends present at the Emmanuel Episcopal Church in Charlottesville on January 14th. The ceremony (the earliest the minister had ever performed) was at 10 AM — and they had a lovely luncheon at a friend's house. By 2 PM they were in their

Avis truck moving furniture (what a way to spend a wedding day! **Connie** says, but they had all that muscle power present.) The poor cat hadn't a clue that this was her last weekend of freedom and that she was to become strictly a house cat. To stretch out the festivities, they had a beautiful party on Feb. 11th with people from all over Virginia, including **David's** 85-year-old father who hasn't been that far away from his home turf in about 15 years. **Connie** is keeping her old name, but her new address is: **Cornelia A. Kelley**, 100 Montvue Dr., Charlottesville VA 22901-2021. Wow! Congratulations, **Connie!**

Becky Lenzini (CARL) recently (4/6) gave a stimulating public lecture to the **UNC-CH School of Information and Library Science** on "Delivery of Documents and More: A View of Trends Affecting Libraries and Publishers." More recently, she graduated her daughter **Sarah** from high school!

The news of **Barry Fast's** illness has been greatly exaggerated. Not really, but we got your attention, right? Anyway, **Barry** has recovered from his bout with tick bite fever enough to go camping in Arizona.

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And now he is even working! Hooray, Barry!

Mila Khayutin (McMaster University) who holds an MLS-equivalent degree in Library and Information Sciences from the State Institute of Culture, St. Petersburg, Russia, was recently at ACRL in Pittsburgh with her husband who works as the Marketing Coordinator for the U.S. at the **Mosaic Press**, publishers in Oakville, Ontario. They picked up a copy of *ATG* and were very impressed.

Got a note from **Christian Boissonnas** (Cornell) who informed me that he was most emphatically NOT in a three-piece suit in Philadelphia (as reported in *ATG*, April, p.10). Christian does not own a three piece suit. This was a 2-piece suit. Oh well, the eyes haven't it . . .

Heard from the always laughing **Don Jaeger** who says he is so busy traveling he hasn't had time to track down On the Road stories for *ATG* this issue! Not to worry, Don. Sometimes we understand that you have to do some first-hand research.

Ran into **John Riley** (Ambassador) at ACRL. He and his wife Patty have opened a bookshop (every librarian's dream). **Gabriel Books** (21 Market St. Northampton, Mass. 01060) is a used & rare bookshop that carries a wide range of scholarly subjects, literature, the arts, etc. It is named after John's 16-year-old son. John writes that **Gabriel Books** is interested in purchasing books that libraries are deaccessioning and that he hopes to see some of his library acquaintances when they are passing through the area. John also says that he noticed more mentions of golf in the April *ATG* issue than any other (**Shirley Reuters**, **Dan Tonkery**). John suggests we have a golf get together in November after the **Charleston Conference** — the First Annual *ATG* Golf Tournament. What do y'all think?

Some people have all the luck. **Tom Leonhardt** had to go to graduation with those robes on like most of us academic types, but . . . who should they have at the U. of Oklahoma as a graduation speaker? **James Garner**! Tom says Jim was fabulous. Did he wear Maverick clothes or a robe, Tom?

Heard from **Mary Burgos** (Columbia U. Law Library) who was wondering if she could reprint **Sandy Paul's** "Great Expectations" article from the April 1995 *ATG*. Mary edits a column for the *Technical Services Law Librarian Newsletter* of the American Association of Law Libraries (AALL).

This note came courtesy of the law librarians listserv. The Government Sales Division of **Thomson Professional Publishing** has an address on the World Wide Web — <<http://web.tpp.com/gov/home.html>> At this address you will find information on **Lawyer's Cooperative Publishing**, **Bancroft Whitney**, **Clark Boardman Callaghan**, **Warren Gorham & Lamont**, **The Research Institute of America**, as well as information on monthly specials available exclusively to government customers. For comments or questions you can send e-mail at: <afilia@ny.wgl.com>.

Heard from **Margot Isabelle** at the **Massachusetts College of Art** in Boston who says she's been hearing good things about the **Charleston Conference** from a librarian friend. Margot does collection development at the Massachusetts College of Art. Hope to see you at the 1995 Charleston Conference (Nov. 2-4), Margot!

Courtesy of **Sherry Thompson** (Majors) we have received word of the recent merger of **Lippincott** with **Raven Press**. Both companies are owned by **Wolters Kluwer**. The letter announcing the merger states that the two companies were often competing with each other and that given the changing healthcare climate and developments in electronic media, the companies are being restructured. The new company, **Lippincott-Raven Publishers** will be jointly managed by **Mary Martin Rogers** as President and CEO and **Joseph W. Lippincott, III** as President.

Majors has announced their WorldWide Web Home Page on the Internet. URL is <<http://www.majors.com>>

Jeanne Hayes, president of **Quality Education Data (QED)** recently (4/4/95) testified before a Senate subcommittee on the current state of educational equity as it relates specifically to technology access. As part of her testimony, Hayes prepared handouts including detailed statistics and graphic representations of pertinent school technology distribution data. Copies can be requested from **Mary Ann Tate**, Marketing Director for QED in Denver, Colorado, at 800-525-5811, ext.221.

Keep forgetting to tell y'all and **Teri Lynn Herbert** (MUSC) reminded me! There is another *Against the Grain* in Charleston! It is a surf shop run by a couple of cool dudes (as my daughter would say) who kindly send me misdirected mail. Next time you are in Charleston, check it out, at Folly Beach on James Island!

Recently praised by *The Times Higher Education Supplement* as a journal that "pursues its subjects in a scientifically rigorous manner," **MIT Press's Presence:**

Teleoperators and Virtual Environments has now won a prestigious Professional and Scholarly Publishing (PSP) Award. *Presence's* volume 3, number 3, Summer 1994 specifically won the distinction of "Best Single Issue of a Journal" published in 1994. Of the special issue's seven articles, all but one originate from papers presented at the 1993 **Virtual Reality and Persons with Disabilities** conference. For further information, contact 617-253-2889 or <journals-orders@mit.edu>

The Copyright Clearance Center has recently established 'CCC Online', designed to help users gain permission to photocopy copyrighted material. Anyone with access to the World Wide Web on the Internet has access to CCC Online. The URL for CCC Online is: <<http://www.directory.net/copyright/>>. Some of the capabilities of this new resource are:

After "Reality in the Age of the Virtual" (April *ATG*, p.1) **Heather Miller** has contributed more to the paper/hardback debate in this issue. Thank you, Heather! The address we printed for Heather last time was a bitnet address. She prefers to receive mail at her Internet address in the future — <hm766@cnsvax.albany.edu>.

The Chicago Kent College of Law Library is pleased to announce public access to its homepage at — <<http://www.kentlaw.edu/lir>>

The Society for Scholarly Publishing recently hosted its 17th annual meeting May 17-19, in Boston, Massachusetts. We hope to get a report soon! In the meantime, the latest *Scholarly Publishing Today* (newsletter of the SSP, v.4,no.1) provides "Charleston's Top Thirty," excerpts from **Barbara Meyers'** (she called the other day, is doing very well, and promises to come back to the 1995 Charleston Conference) and **Charles Germain's** 1994 **Charleston Conference** skits on publisher, vendor, library relations. Even reading them in them in the middle of the night brings a chuckle to your lips!

Effective May 1, 1995, the New York office of the **Oxford University Press** has moved from 200 Madison Avenue to 198 Madison Avenue. Their new telephone number is 212-726-6000.

Udata's catalog of CD-ROM titles is now available on the Internet. **Udata** distributes the products of more than five hundred and thirty producers. Browse their catalog at <gopher.uptdata.com> or URL for the WWW homepage is <<http://www.uptdata.com>>

Ron Chepesiuk (Winthrop University, Rock Hill, SC) is quite a pistol. Recently

received his book, *Sixties Radicals: Then and Now: Candid Conversations With Those Who Shaped the Era* (McFarland, 1995) on approval and we're going to keep it!

Haven't ever met Barry Lee (President, Research & Reference Services), but hope to sometime soon. Barry sends word of the **Directory Publishers' Forum**, North America's third annual library roundtable held in New York on April 20. We hope to be able to print his meeting report in the September issue. Thanks, Barry!

BiblioData (Needham Heights, MA) announces that **Fulltext Sources Online** will be available in July, 1995. This directory lists over 5500 periodicals, newswires and radio/tv transcripts that are available online in fulltext. The index will also include 126 periodicals or newswires online in a language other than English. The languages are German, French, Spanish, Italian, Flemish and Dutch. For more information call 617-444-1154.

At ACRL, two books were cited frequently and are worth studying. The first is **Nicholas Negroponte's *Being Digital*** (Knopf) and **Walt Crawford and Michael Gorman's *Future Libraries: Dreams, Madness & Reality*** (ALA).

The Wall Street Journal (4/10/95, p.A20) published "An Internet User's Lament — Manager's Journal" by **Brandon Musler**. In it, Mr. Musler points out some of the pitfalls of the Internet as well as its strength.

VTLS Inc. has announced that the **Jewish Public Library** (Montreal, Quebec, Canada) has installed UNIXR-based VTLS as its library automation software. The system runs on a Hewlett-Packard 9000 Series G30 computer and supports 20 workstations five of which are for public access. The system will soon support four languages — English, French, Hebrew, and Yiddish. Founded in 1914 as a reading room for immigrants, the Jewish Public Library has developed into a dynamic library and cultural center offering numerous services. It maintains one of the best Judaica collections in North America.

The **Institute for Scientific Information®** has announced the development of a new graphical user interface for the **Current Contents®** product line. The new user interface will operate in the Windows environment and will offer additional search and retrieval capabilities. It will be available in the fall of 1995 for all diskette editions. **Current Contents** provides the tables of contents from more than 7,000 journals and 1,700 books annually and is available in seven multidisciplinary editions. For fur-

ther information contact **Jacqueline H. Trolley** 215-386-0100.

R.R. Bowker's upcoming *The Software Encyclopedia 1995* will have a new edition in May. The new edition, hailed as "indispensable" by *Database*, contains over 17,500 entries making it the most extensive guide to microcomputer software, software packages, and software publishers available in print today. Bowker has also announced **Libros en Venta PLUS CD-ROM** which contains information on more than 200,000 Spanish-language books from over 8,000 publishers. For further information on either of these products, contact **Angela D'Agostino**, 908-665-2810.

We have received word that **Inforonics** (Littleton, MA) has just created a World Wide Web site for the **Thomas Register of American Manufacturers** that delivers a database of information on U.S. and Canadian companies. Reach the **Thomas Register** on the Internet at — <http://www.thomasregister.com/>.

Baker & Taylor has introduced **B&T Link™** Release 2.4, an upgrade of its title database product. In addition to serving as a

reference source on title data, **B&T Link™** provides electronic ordering, title searching, and a wide variety of report capabilities. It is available in a Standard edition, which provides 1.84 million U.S. and Canadian titles, and a World edition, which includes 2.95 million English-language titles. For more details about **B&T Link™ 2.4**, contact Information Services at 800-775-1800 or [<btinfo@baker-taylor.e-mail.com>](mailto:btinfo@baker-taylor.e-mail.com).

Correction — In the last issue of *ATG* (April 1995), there were two major typos in **Eleanor Cook's** Drinking From the Firehose column. The first one is that **Carnegie Mellon** is misspelled as well as "en masse." We apologize for these errors!

Yes, we need some editors! Are you interested in helping with Library Bestsellers? How about Library Profiles? Step right up! Contact one of your editors! 🐾

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